

Principal Consultant - Green Transition

Ecorys is a global research-based consultancy that helps our clients make a positive impact on society. We are leaders in research and consulting, monitoring and evaluation, programme management and communications services. We provide the evidence and advice that our clients need to tackle the issues that affect communities around the world. Our staff are justifiably proud of our innovative and thought-provoking contributions to policy and programme delivery. We are an independent employee-owned company. We combine our passion and our business professionalism to make a difference in the world.

With over 600 employees from over 40 nationalities, speaking over 30 different languages, we operate across the globe with offices in Rotterdam, Brussels, the United Kingdom, several other European cities, India and Africa. We work in over 150 countries globally.

What you will be doing:

We are looking for a Principal Consultant – Green Transition to join our Resilient Economies team based in our Rotterdam office.

As a key leader within Ecorys, you will play a key role in contributing to sustainable growth of NL business. This role aims to expand the capabilities of Ecorys Netherlands in research and consulting, monitoring and evaluation, and integrated services that address the needs of our clients across the EU market and beyond.

You will play an instrumental role in supporting our Resilient Economies team in winning and delivery of projects aimed primarily at the European Market and cut across International and new client segments. This includes playing a leadership role in acquisition, managing our large-scale contracts, overseeing the project delivery team, lead consortium and partner formation and ensure quality assurance of our reports – specifically methodology development, and budget design. Our proposals are largely focused on Industry, markets, energy transition, circular economy.

You will be responsible for managing our project delivery team and jointly meeting the target of profitability of the portfolio. You will part of the principal team supporting the Sector Leader.

In the role you will be responsible for:

- **Project management** - Leading key strategic projects in the field of Green Transition (Energy, Circular Economy, Advisory services). Projects span across evaluations, studies, impact assessment or technical assistance. Approximately 50% of your role is delivering projects and overseeing project delivery teams) and 50% of your time will be dedicated to supporting acquisitions and winning work.
- **Acquisition and account management** - Development and maintenance of existing market (area) and / or products as well as opening / developing new markets and / or products (PMCs) for the portfolio and across the company.
- **Networking** - You will support the portfolio in strengthening its strategic partnerships and further develop our pool of associates. You will support the Director to strengthen inter-office relationships and work together with them. In particular you will be responsible for: Strategic partnership development, Support network facilitation teams to expand our pool of associates and engage with key partners, universities and offices to build stronger working relationship.
- **Expertise and capacity development** - You will support the Director to build capacity, expertise both internally and externally.
- **Financial Responsibility** - You will be responsible for the delivery of the projects and meeting the profitability target for the Resilient Economies team. You will regularly review the projects and ensure projects are implemented efficiently and in line with our commercial guidance

What we will need from you:

Essential:

- A Bachelor's degree in a subject relevant to the work areas (Economics, Energy, Environment, European studies) of the Resilient Economies Team
- **Minimum 10 years of experience** in leading acquisitions and winning work (EU commission, EC services amongst others)
- Experience in leading and managing projects in the field of Energy Transition, Circular Economy, or Sustainability transition within industries with a **value of at least EUR 1.5 million**.
- Experience in **managing projects** (contracts of minimum EUR 200k) in the EU and at least 5 MS in the last 10 years

- Successfully led and developed diverse teams
- Built a successful track record of **delivering and work-winning** (contracts of minimum EUR 800k) from EU institutional clients
- Successfully directed and managed projects including the co-ordination of inputs under matrix management approaches
- Experience in leading teams/line management
- Led the delivery of consultancy and research services to support public sector clients in thematic fields (particularly Greening sectors and the Energy Transition) relevant to Ecorys
- Strong writing and analytical capacity
- Strategic thinking and problem solving
- High level cross cutting expertise in various methodologies research, evaluations and TA
- High levels of Project management experience
- Client and contractor management, negotiation and stakeholder management and networking and stakeholder engagement
- Excellent written and verbal communication in English
- Financial management and accounting particularly commercial know-how in reducing project slippage

Please note that you will not be short-listed if you don't have 10 years' experience and project management experience in the EU market with EU DGs. In order to get short-listed please outline in your cover letter how you comply with the requirements.

Our offer:

- An international organisation with highly motivated staff
- An organisation motivated to work on key societal challenges
- A large degree of freedom and flexibility
- An organisation that welcomes new ideas
- A salary based on your background and experience
- An excellent and flexible pension scheme
- We are employee owned and offer the opportunity to buy company shares
- 30 annual leave days and possibility to buy and sell leave days
- A hybrid working policy with flexibility to work from home and from elsewhere

How to apply

We encourage interested and qualified candidates to submit their CV in English via our online application form. Early applications are encouraged and reviewed daily. Only candidates who meet the essential requirements will be shortlisted. Short-listing also depends on a tailored cover letter that outlines how you meet these requirements. Please refer to the attached job description for full details of the role and its responsibilities and requirements.

If you would like to find out more about this opportunity and our company, please visit our website: <https://www.ecorys.com>

Before You Apply: Important Information for Applicants

Thank you for your interest in this opportunity—we're excited to meet candidates who are passionate and well-aligned with our mission. To help us assess your application efficiently and fairly, please take note of the following before submitting your materials:

- **Location Requirements:** This role is **based in our Rotterdam office**, and **remote work is not possible**. *Exceptions may be considered at the final stage* for candidates who are **already based in Croatia, Bulgaria, or Spain**. If you are located elsewhere and are **not willing to relocate**, we kindly ask you not to apply.